



Job Description: USA

POSITION TITLE: Territory Account Manager (TAM)

REPORTS TO: VP/Director of Sales

DATE: 05/01/2018

SCOPE OF THE ROLE

The Territory Account Manager (TAM) is primarily responsible for acquiring new SMB and Mid-Market business, as well as maintaining existing accounts within a specific State or group of States or Provinces. The TAM is responsible for utilizing effective sales strategies to secure the sale of EROAD products and SaaS based services.

At EROAD our goal is to offer flexible and powerful solutions based on our innovative technology platform to assist in the creation of a transport sector that is responsive to the evolving needs of business, government and the wider community.

This position is also responsible for building and maintaining strong relationships with our customers within the assigned territory. The TAM maintains effective communications between inside sales support, operations and customer service to effectively handle the life-cycle of a customer, from Prospect to End of Contract.

This is an essential position requiring a highly self-motivated individual contributor working remotely, with the ability to handle multiple sales tasks at the same time.

This role is both challenging and rewarding, giving the TAM a career growth path with opportunities in EROAD sales hierarchy. As a member of a fully integrated sales and marketing team, this position focuses on growing a new and existing customer base and will carry an uncapped individual quota.

Once trained, you will use a combination of strategic sales initiatives and tools to sell EROAD products, and build the EROAD brand in the US market.

RESPONSIBILITIES

The TAM position will be responsible to acquire and facilitate ongoing growth and market penetration thru direct sales activities and will need to establish long-term strategic relationships with individuals and businesses thru the building of strong personal relationships that promote a solid book of business. This is a quota bearing position. The TAM will work with EROAD's market segment teams, Inside Sales Reps and Customer Services group with cross-



	<p>functionality in multiple tasks that include sales opportunity identification and customer care.</p> <ul style="list-style-type: none"> • Identify and acquire new business relationships in support of strategic initiatives that are supported by EROAD products and SaaS based services. • Manage and over-achieve EROAD sales forecast and budget plan for the Territory. • Conduct weekly and monthly face to face to meetings, workshops, webinars, and sales pipeline activities with key sales prospects in the Territory. • Drive pipeline development, identify potential sales opportunities, define a solutions vision, develop business cases and ROI analysis, and close sales. • Create a comprehensive territory sales plan, which will serve as the road map for developing the EROAD relationships at the Territory level. • Orchestrate cross company resources to support the Territory's Sales initiatives. • Conduct Quarterly Business Reviews with EROAD's VP/Director of Sales. • Attend Customer Events and Tradeshows as required. • Up to 50% TRAVEL REQUIRED.
<p>COMPETENCIES</p>	<ul style="list-style-type: none"> • An excellent reputation as a reliable and customer focused sales professional. • Technical understanding of transport industry products. • Able to communicate and work effectively within EROAD team. • Proven ability to meet sales and personal performance targets. • Strong drive for success. Knowledge of aspects of sales process. • Be a Closer!
<p>PERSONAL ATTRIBUTES</p>	<ul style="list-style-type: none"> • Positive attitude and aptitude for personal and business success • Strong Experience across Sales and Business Development positions • Strong persuasive skills and ability to influence decision makers • Possess a level of maturity and presence • Solid negotiation and analysis skills • Excellent communication skills, both verbal and written • Excellent organizational & time management skills • Ability to paint a vision or image of business success with prospects and customers
<p>REQUIRED EXPERIENCE</p>	<p>Successful applicants must be able to show that they possess the skills and ability to successfully carry out the responsibilities of the position. The following examples are illustrative of the level of education; experience and training that could be expected to produce these skills. Applicants may demonstrate possession of the necessary abilities in other ways, and therefore these examples are not absolute criteria.</p> <ul style="list-style-type: none"> • Bachelor's Degree Preferred • Overall 2+ years of related industry experience (Wireless, M2M, MRM Solutions) • Highly developed knowledge and understanding of all business development activities • Strategic sales skills, ability to grasp strategic initiatives & vision of target accounts, to facilitate sales & effectively close business. • Leadership, consensus-building abilities with a proven track record of coordinating and mobilizing resources productively.



- Must be experienced in basic personal computer operation and capable of effectively using current Microsoft Windows applications (Excel & Word) and custom EROAD software.
- CRM system knowledge (Salesforce.com or equivalent)
- Proven background or aptitude for business development
- Must clear a full background check

This Job Description is not intended to be complete or limiting – the role will require a proactive and flexible approach to manage tasks that support a rapid and innovative product development environment.

EROAD is in a “high growth” mode. There will be times when the role will be required to complete tasks outside those mentioned above.